

Message Text

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C O N F I D E N T I A L STATE 019485

E.O. 11652: GDS

TAGS: NI, CASC, EINV, EFIN, US

SUBJECT: ASSISTANT SECRETARY MOOSE'S CONVERSATION WITH
NIGERIAN AMBASSADOR JOLAOSO, JANUARY 20: AMERICAN INTER-
NATIONAL GROUP (AIG)

1. SUMMARY: SEPTTEL REPORTS SEGMENTS OF SUBJECT CONVERSATION
DEALING WITH SOUTHERN AFRICA AND THE HORN. FOLLOWING RE-
PORTS DISCUSSION OF AIG CASE. END SUMMARY.

2. AIG - MOOSE NOTED THAT THE AIG CASE WAS A POTENTIALLY
SERIOUS PROBLEM IN US/NIGERIAN RELATIONS. IF THERE IS
NO SERIOUS DISCUSSION BETWEEN THE COMPANY AND THE FMG SOON,
THE COMPANY WILL SEEK A FINDING OF EXPROPRIATION WITHOUT
ADEQUATE COMPENSATION. IF THE USG FINDS THIS CLAIM VALID
AND THE FMG TAKES NO STEPS TO PROVIDE ADEQUATE COMPENSATION
THEN US LAW REQUIRES CERTAIN ACTIONS THAT WOULD BE HIGHLY
DETRIMENTAL TO US/NIGERIAN RELATIONS. THIS IS NOT PRE-
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CONFIDENTIAL

PAGE 02 STATE 019485

SENTED AS A THREAT BUT IS SIMPLY A STATEMENT OF FACT. THE
COMPANY WAS VERY DISAPPOINTED THAT THE JANUARY 5 MEETING
IN LAGOS WAS NOT ATTENDED AS EXPECTED BY THE PERMANENT
SECRETARIES OF FINANCE AND TRADE AND THAT THE MEETING
WAS RESTRICTED TO A STERILE REVIEW OF WELL-KNOWN POSITIONS.
HE REVIEWED THOSE POSITIONS AS PRESENTED IN THE JANUARY 5
MEETING. IT IS OUR BELIEF THAT THE IMPASSE CAN BE BROKEN

ONLY BY A HIGH LEVEL POLITICAL DECISION. AMBASSADOR EASUM HAS ATTEMPTED TO SEE GARBA TO ARRANGE FOR THE COMPANY TO MEET WITH THE APPROPRIATE HIGH LEVEL OFFICIALS BUT HAS BEEN UNSUCCESSFUL. THE COMPANY IS PREPARED TO SEND ITS REPRESENTATIVES TO LAGOS FOR SUCH A MEETING BUT IF THERE IS NO MEETING, THE COMPANY WILL SEEK A FINDING OF EXPROPRIATION. MOOSE PRESENTED JOLAOSO WITH A NON-PAPER OUTLINING OUR VIEWS ON COMPENSATION AND THE CONSEQUENCES UNDER US LAW.

3. MOOSE NOTED THAT THE COMPANY HAS THUS FAR BEEN WILLING TO WORK THROUGH THE USG BUT WE HAVE BEEN UNABLE TO DELIVER THE TYPE OF MEETING THAT IS REQUIRED. HE URGED JOLAOSO TO SPEAK TO GARBA ABOUT THIS URGENTLY. JOLAOSO SAID HE HAD PREVIOUSLY TALKED TO LAGOS ABOUT THIS PROBLEM AND IT IS LAGOS' POSITION THAT THE AIG HAS NOT BEEN DISCRIMINATED AGAINST. AIG IS INSTEAD SEEKING SPECIAL TREATMENT. HE PROMISED TO BRING OUR VIEWS TO GARBA'S ATTENTION. WE NOTED THAT THE COMPANY ONLY WANTED AN OPPORTUNITY TO PRESENTS ITS COMPROMISE PROPOSAL. MOOSE CONTINUED THAT THE COMPANY IS SENSITIVE TO THE POLITICAL SITUATION AND THE FMG'S DESIRE TO PROVIDE EQUAL COMPENSATION TO ALL INSURANCE COMPANIES. WE DON'T WANT THE COMPANY TO BE IN A POSITION TO SAY THAT IT DID NOT HAVE AN OPPORTUNITY TO PRESENT ITS COMPROMISE PROPOSAL. WE CONFIDENTIAL

CONFIDENTIAL

PAGE 03 STATE 019485

NOTED THAT AIG PRESIDENT GREENBERG WOULD BE WILLING TO MEET WITH GARBA IN NEW YORK.

4. JOLAOSO CLOSED BY SAYING THAT THE NIGERIAN CHIEFS OF MISSION CONFERENCE WILL NOW BE HELD IN NEW YORK BEGINNING MONDAY, JANUARY 23 AND THAT GARBA WILL BE ARRIVING ON SUNDAY, JANUARY 22. MOOSE NOTED THAT A MEETING BETWEEN GARBA AND AIG IN NEW YORK MIGHT ATTRACT LESS ATTENTION THAN A MEETING IN LAGOS. VANCE

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